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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Interim Report No. 4, May 1983

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden College of Arts and Sciences
Rutgers University - New Brunswick
Temple University
Villanova University
Virginia State University
West Virginia University

The 185 placement offices at the 160 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1982 and August 31, 1983. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (April 9 through May 6) and cumulatively (September 1 through May 6). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Curriculum For All Types of Employers	INTERIM PERIOD 4/9/83 THROUGH 5/6/83							CUMULATIVE PERIOD 9/1/82 THROUGH 5/6/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	123	906	$1573	$1574	$1687	$1583	$1491	382	4434	$1537	$1564	$1687	$1540	$1416
Business—General (incl. Mgmt.)	69	701	1525	1483	1958	1567	1208	139	1916	1527	1486	1883	1542	1167
Marketing & Distribution	11	311	1368	1435	*	*	*	40	847	1519	1419	1833	1534	1208
HUMANITIES & SOCIAL SCIENCES														
Humanities	10	139	1440	1376	*	*	*	15	314	1408	1297	*	*	*
Economics[2]	16	102	1304	1575	*	*	*	36	222	1403	1501	1666	1438	1089
Other Social Sciences	9	164	1284	1337	*	*	*	15	458	1307	1258	*	*	*
ENGINEERING														
Aeronautical	2	97	2185	1998	*	*	*	11	325	2128	1987	*	*	*
Chemical	35	210	2189	2204	2433	2230	1984	130	886	2237	2250	2433	2265	2083
Civil (incl. Construction, Sanitary & Transportation Engrg.)	18	212	1876	1873	*	*	*	45	515	1886	1872	2167	1900	1583
Electrical (incl. Computer Engrg.)	302	2140	2107	2150	2250	2159	1875	614	5718	2109	2125	2274	2150	1833
Geological	+	3	+	1960				+	26	+	2147			
Industrial	65	198	2033	2050	2250	2075	1794	122	621	2055	2045	2250	2082	1850
Mechanical	116	639	2040	2113	2250	2087	1775	312	2773	2069	2097	2283	2100	1793
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	20	63	2115	2116	2225	2150	1986	59	196	2194	2152	2325	2185	2050
Mining	1	8	2050	2095	*	*	*	4	26	2144	2042	*	*	*
Nuclear (incl. Engrg. Physics)	3	29	2019	2070	*	*	*	7	82	2072	2085	*	*	*
Petroleum	+	51	+	2599				10	215	2537	2586	*	*	*
Engineering Technology	14	155	1939	2007	*	*	*	33	450	2017	2017	2290	2045	1625
SCIENCES														
Agricultural Sciences	+	55	+	1327				2	151	1422	1364	*	*	*
Biological Sciences	+	39	+	1440				1	91	1000	1442	*	*	*
Chemistry	5	38	1837	1738	*	*	*	9	103	1763	1716	*	*	*
Computer Science	66	664	1836	1934	2180	1962	1375	132	1663	1870	1934	2175	2000	1379
Health (Medical) Professions	+	87	+	1472				4	229	1445	1582	*	*	*
Mathematics	21	111	2002	1789	2233	2110	1375	49	261	1978	1779	2233	2065	1500
Other Physical & Earth Sciences	5	40	1329	1844	*	*	*	7	103	1282	1780	*	*	*
Totals	911	7382						2178	22625					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
† No offers reported.

MAPA REGIONAL Interim Report No. 4 May 1983

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

By Functional Area For All Types of Employers	INTERIM PERIOD 4/9/83 THROUGH 5/6/83							CUMULATIVE PERIOD 9/1/82 THROUGH 5/6/83						
	Number Of Offers		Average $ Offers		Percentiles[1]			Number of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	126	930	$1574	$1574	$1675	$1583	$1483	395	4510	$1540	$1564	$1667	$1540	$1417
Business Administration	44	350	1574	1475	2075	1579	1167	119	1071	1575	1471	2025	1575	1167
Communications	3	56	1826	1569	*	*	*	6	134	1591	1447	*	*	*
Community & Service Orgs Work	+	27	+	1079				2	121	1778	1190	*	*	*
EDP-Programming/Systems	75	749	1945	1952	2233	2025	1292	164	1924	1966	1938	2208	2025	1416
Engineering	518	3718	2082	2126	2250	2145	1794	1214	11024	2107	2117	2300	2150	1794
Farm & Natural Resources Mgmt	+	19	+	1194				+	49	+	1301			
Finance & Economics	13	259	1599	1565	*	*	*	23	571	1547	1506	1833	1583	1250
Health (Medical) Services	+	101	+	1445				4	269	1445	1535	*	*	*
Manufacturing &/or Industrial Opns	18	151	2016	1934	*	*	*	29	418	2047	1928	2340	2125	1667
Mathematics/Statistics	6	64	1691	1715	*	*	*	14	157	1595	1694	*	*	*
Merchandising/Sales Promotion	31	304	1293	1329	1625	1208	1150	54	718	1398	1322	1666	1279	1126
Personnel/Employee Relations	+	24	+	1517				1	67	958	1325	*	*	*
Research—Non-Scientific	4	20	1796	1720	*	*	*	6	66	1614	1534	*	*	*
Research—Scientific	21	142	1660	1841	2095	1541	1300	37	352	1742	1828	2233	1793	1114
Rotational Training—Non-Technical	9	86	1444	1351	*	*	*	13	244	1485	1365	*	*	*
Rotational Training—Technical	27	98	1953	1892	2283	2125	1379	62	198	2069	1903	2283	2166	1500
Sales—Non-Technical Degree	13	241	1371	1467	*	*	*	24	623	1380	1451	1666	1417	1087
Sales—Technical/Scientific Degree	3	43	2233	1867	*	*	*	11	109	2062	1918	*	*	*
Totals	911	7382						2178	22625					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
† No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full Time, Non-Military Employment)

Graduate Program	INTERIM PERIOD 4/9/83 THROUGH 5/6/83							CUMULATIVE PERIOD 9/1/82 THROUGH 5/6/83						
	Number of Offers		Average $ Offers		Percentiles[1]			Number Of Offers		Average $ Offers		Percentiles[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	3	39	$1722	$1921	*	*	*	9	245	$1730	$1911	*	*	*
MBA (Non-technical Undergraduate)	5	305	2163	2278	*	*	*	20	898	1910	2176	$2275	$1792	$1666
MBA (Technical Undergraduate)	3	84	2348	2522	*	*	*	5	193	2364	2424	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	3	13	1642	1948	*	*	*	20	87	2333	2108	2666	2375	1985
Industrial Mgmt. (incl. Industrial Admin.)	†	9	†	2323				†	40	†	2218			
Administration (incl. Public, Hospital, etc.)	†	27	†	1818				†	50	†	1872			
HUMANITIES & SOCIAL SCIENCES														
Humanities	†	3	†	1867				†	26	†	1600			
Social Sciences	†	22	†	1869				3	65	1874	1719	*	*	*
ENGINEERING														
Chemical	4	26	2336	2367	*	*	*	16	80	2378	2404	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	45	1830	2315	*	*	*	1	89	1850	2271	*	*	*
Electrical (incl. Computer Engrg.)	10	231	2403	2481	*	*	*	18	516	2369	2445	*	*	*
Industrial	1	10	2225	2387	*	*	*	2	51	2298	2290	*	*	*
Mechanical	13	112	2407	2356	*	*	*	22	275	2370	2378	2575	2334	2082
Nuclear (incl. Engrg. Physics)	3	14	2350	2449	*	*	*	7	30	2417	2377	*	*	*
SCIENCES														
Chemistry	2	3	2804	2467	*	*	*	5	13	2455	2306	*	*	*
Computer Science	4	86	2247	2326	*	*	*	10	171	2263	2326	*	*	*
Geology & Related Geological Sciences	†	12	†	2500				4	59	2603	2475	*	*	*
Mathematics	5	17	2097	2168	*	*	*	8	39	2141	2204	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg., Science & Ceramics)	1	11	2416	2329	*	*	*	4	25	2461	2408	*	*	*
Totals	58	1069						154	2937					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

Graduate Program	INTERIM PERIOD 4/9/83 THROUGH 5/6/83							CUMULATIVE PERIOD 9/1/82 THROUGH 5/6/83						
	Number Of Offers		Average $ Offers		Percentiles[2]			Number Of Offers		Average $ Offers		Percentiles[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	2	195	$2100	$2550	*	*	*	2	383	$2100	$2474	*	*	*
MBA - Tech Undergraduate	+	47	+	2813				+	97	+	2731			
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	1	176	3083	2706	*	*	*	3	363	2625	2648	*	*	*
MBA - Tech Undergraduate	+	46	+	2760				+	89	+	2711			
Over 4 years														
MBA - Non-Tech Undergraduate	+	103	+	2572				1	215	2559	2600	*	*	*
MBA - Tech Undergraduate	+	24	+	3023				+	53	+	2858			
Totals	3	591						6	1200					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	19	+	$3167				13	58	$3161	$3094	*	*	*
Civil (incl. Construction, Sanitary & Transportation Engrg.)	+	2	+	3044				1	6	2334	2823	*	*	*
Electrical (incl. Computer Engrg.)	+	22	+	3226				4	85	2935	3163	*	*	*
Mechanical	1	7	$3150	3062	*	*	*	2	19	2971	3092	*	*	*
SCIENCES														
Chemistry	5	66	2845	2822	*	*	*	11	166	2653	2687	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	3	+	2667				1	15	2941	2536	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science & Ceramics)	4	8	3279	3194	*	*	*	4	16	3279	3097	*	*	*
Physics	1	10	3083	2972	*	*	*	5	53	3030	2911	*	*	*
Totals	11	137						41	418					

[1] Years of full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
† No offers reported.

AVERAGE MONTHLY SALARY OFFERS — MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 4/9/83 THROUGH 5/6/83 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1558 1667 1491	105	1685	4	1200	1						
BUSINESS - GENERAL			1538 1800 1250	21	1288 1600 975	20	1488	2				
MARKETING/DISTRIBUTN			1250	1	1218	7					1575	2
HUMANITIES					1273	8						
ECONOMICS			1313	2	1189	8	1575	1			1575	1
OTHR SOCIAL SCIENCES			1479	2	1175	6						

AVERAGE MONTHLY SALARY OFFERS MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/9/83 THROUGH 5/6/83 PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL							2185	2				
CHEMICAL					1600	1	2171	8				
CIVIL -CNSTR/SAN/TRP							1953	3			1854	8
ELECTRICAL -COMPTR			1722	3	2042	2	2148 2275 2019	170	2104	4	2171	2
GEOLOGICAL												
INDUSTRIAL	1650	1	1500	1	1167	1	2085 2275 1850	38	2157	7	2056	2
MECHANICAL					2135	1	2109 2231 2025	42	2180	8	1814	3
METALLURGICAL							2091	5	2181	3		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH							1970	8				

AVERAGE MONTHLY SALARY OFFERS MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4
BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/9/83 THROUGH 5/6/83 PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO,MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE		1404 6	1275 1	2033 32 2185 1902	2073 4	
HEALTH (MED) PROFSNS						
MATHEMATICS		1325 2		2110 5		
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/9/83 THROUGH 5/6/83 PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1640	6	1675	4	1417	1					1975	1
BUSINESS - GENERAL	1833	3	1983	1	1728	5	1250	1			1700	1
MARKETING/DISTRIBUTN												
HUMANITIES			2108	2								
ECONOMICS	1100	1	1700	2								
OTHR SOCIAL SCIENCES			1546	1								

AVERAGE MONTHLY SALARY OFFERS MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4
BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/9/83 THROUGH 5/6/83 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2204	9	2380	3	2267	2	2200	1			2387	6
CIVIL -CNSTR/SAN/TRP			2166	1							2300	1
ELECTRICAL -COMPTR	2143	8	2161 2250 2115.	71	1992	3			2084	2		
GEOLOGICAL												
INDUSTRIAL	2106	4	2075	3								
MECHANICAL	2113	4	2122 2225 2000	20			2163	4	2237	3	2358	3
METALLURGICAL	2325	2	2017	3					2136	6		
MINING											2050	1
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH									1655	3		

AVERAGE MONTHLY SALARY OFFERS MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4
BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/9/83 THROUGH 5/6/83 PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY	1854	3			1750	1			1875	1		
COMPUTER SCIENCE	1416	1	2076	3								
HEALTH (MED) PROFSNS												
MATHEMATICS			2118	10					2100	1		
OTHR PHYSCL/EARTH SC					1750	1					1300	1

AVERAGE MONTHLY SALARY OFFERS MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4
BY CURRICULUM & EMPLOYER INTERIM PERIOD 4/9/83 THROUGH 5/6/83 PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING	2083	1										
BUSINESS - GENERAL	1719	8	1590	2	1811	3			1250	1	1500	1
MARKETING/DISTRIBUTN					2125	1						
HUMANITIES												
ECONOMICS	1087	1										
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER — MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4

INTERIM PERIOD 4/9/83 THROUGH 5/6/83 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL					2273	3	1397	2				
CIVIL -CNSTR/BAN/TRP	1750	1			2042	1	1633	1	1589	2		
ELECTRICAL -COMPTR	2278	3			2148	8	1713 2000 1448	26				
GEOLOGICAL												
INDUSTRIAL					2025	3	1604	4	2250	1		
MECHANICAL					2142	7	1653 1800 1400	21				
METALLURGICAL							1793	1				
MINING												
NUCLEAR -ENGRG PHYS					2212	2	1633	1				
PETROLEUM -NATL GAS												
ENGINEERING TECH	2290	1	2175	1	1958	1						

AVERAGE MONTHLY SALARY OFFERS BY CURRICULUM & EMPLOYER — MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4

INTERIM PERIOD 4/9/83 THROUGH 5/6/83 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2125	2	1865	2	1798	2	1455	13				
HEALTH (MED) PROFSNS												
MATHEMATICS					2092	2	1375	1				
OTHR PHYSCL/EARTH SC							1198	3				

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1983 MAPA REGIONAL INTERIM REPORT NUMBER 4

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 4/9/83 THROUGH 5/6/83

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1875	2	2500	1								
MBA - TECHNICAL							2318	2				

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 4/9/83 THROUGH 5/6/83

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL			1792	1	2775	1						
MBA - TECHNICAL	2408	1										

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 4/9/83 THROUGH 5/6/83

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL												
MBA - TECHNICAL												